

Kareem D. Miller

3225 Wooded Glen Ct. • Smyrna GA 30082 • (770) 616-3251 • Kareem.D.Miller@Gmail.com

PROFILE

Versatile sales professional with 20 plus years of experience. Efficient, organized, and detail oriented. Able to anticipate needs, balance multiple stakeholders, and unite people through steady leadership.

EXPERIENCE

Gaylord Hotels, Nashville, TN

Senior Group Executive

October 2013 – Current

- Above property sales effort, responsible for all properties
- Proactive and reactive responsibilities for all groups 300 rooms on peak.
- Responsible for cultivating new and existing clients
- Focus on Affinity and Intermediary markets

Atlanta Marriott Marquis, Atlanta, GA

Senior Account Executive

July 2007 – October 2013

- Focused on Mid Atlantic, Northeast and Southeast Association
- Responsible for booking 150,000 room nights totaling \$75,000,000
- Exceeded sales goals: 2008/2009/2011/2012
- Mentored 5 sales managers, coaching them daily on utilizing tools and channel management to exceed sales quotas through ongoing funnel management.

Atlanta Marriott Marquis, Atlanta, GA

Senior Sales Manager

May 2004 – June 2007

- Focused on Multi-Cultural and West Coast Corporate and Association
- Responsible for booking 60,000 room nights \$25,000,000
- Exceeded sales goals: 2004/2005
- Support and mentor sales coordinators, coaching them daily on utilizing tools and channel management to exceed sales quotas through ongoing funnel management.

Atlanta Marriott Marquis, Atlanta, GA

Event Manager

January 2003 – April 2004

- Prepared all event documentation and coordinates with Sales, property departments and customer to ensure consistent, high level service throughout the pre-event, event and post-event phases of property events.
- Ensured a seamless turnover from sales to service back to sales.
- Recognized opportunities to maximize revenue by up-selling and offering enhancements to create outstanding events. Served as the event planner's primary contact (following turnover) on property.

Atlanta Airport Marriott, Atlanta, GA

Sr. Catering Service Manager

January 2001 – January 2003

- Responsible for customer experience on event floor.
- Responsible for guest satisfaction, labor and inventory.
- Highest event satisfaction scores in region, 2002.

Richmond Marriott, Richmond, VA

Catering Service Manager In-Training

January 1999 – December 1999

AWARDS/HONORS

2012	Sales Person of the Year – SE Region	2005/2009	Chairman's Circle
2012	Sales Team of the Year – Eastern Region	2004/2008	President's Circle
2008	Sales Team of the Year - Global	2011/2012	President's Circle

EDUCATION

1998	Virginia State University, Petersburg Virginia Bachelor of Science in Marketing 1998
2020	University of Nevada Las Vegas, Las Vegas Nevada Master of Hospitality Administration